471 formation to joint state-private enterprises. They included six small iron works and two small coal mines.

After the establishment of government trading organizations in major cities to handle the sale of food, textiles, coal, salt, metal and miscellaneous goods supplemented by the establishment of supply-marketing co-operatives the greatest proportion of wholesale business and a slightly smaller proportion of retail business were taken away from the private merchants.

471 443 According to a Communist report[6] in August 1955, state and co-operative trade in Tientsin accounted for 91 per cent of the total wholesale trade. Retail trade by stores operating under various forms of "state capitalism" made up one-third of the total volume of retail trade. Most of Tientsin's 4 600 private wholesalers were forced to go through the process of socialist transformation. Some turned to industrial enterprises, and others have agreed to act as wholesale agents for state-controlled concerns. More than 7,000 employees were trained to work in state trading agencies. More than 60 per cent of the city's private retailers were brought within the sphere of "state capitalism". In Peking, in addition to 59 state department stores and 1,195 supply-marketing co-operat-

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6. New China News Agency, Tientsin August 10, 1955.

471 443 tives[7] already in existence in 1944, a large department store capable of catering to 20,000 customers was completed in 1955.

The Communist regime maintained almost complete control of all wholesale business by means of government trading organizations established in Shansi Province. Private retail business has been encroached upon by the supply-marketing co-operatives and by the great number of small state-owned department stores scattered throughout the province.

It can be said that private commerce in North China has been liquidated rather than transformed.

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7. New China News Agency, Peking, Dec. 29, 1954.

2: Gamble S-5 (1926-1933)1954 AF 12 North China AF 12

Modern business influences were reaching the countryside for in Tung T'ing four of the stores were organized as limited corporations.

Some indication of the amount of peddling done by the villagers is given by the occupation figures of the 515 families in Table 14. Seven men were reported as full time peddlers. For 40 it was a part time occupation. If this sample was typical of other families in the hsien the number of peddlers was about 6,500.

The 83 periodic markets were where most of the people in Ting Hsien sold their farm produce and the output of their industry and where they bought the things they needed for the farm, the shop, or for personal use. Most of the trading was done out of doors. Many of the stores in the village or in neighboring villages sent their representatives with a stock of goods to the market. The map on page 5 shows how the markets were distributed in the hsien. Table 88 gives the number in each district and the dates on which the markets were held. The small number in the 1st District was undoubtedly due to proximity to the city market, which generally offered the best opportunity for trade. The Provincial Institute of Political and Social Reconstruction listed 9 village markets as first class, 17 as second class, and 36 as third class. The remaining 20 would be fourth class.

The markets were regularly held every five days, six times a month. The dates followed the lunar rather than the solar calendar. The dates for neighboring markets usually were arranged to avoid conflict. The hsien map shows the dates for the 15 markets in the Experimental District. The markets for farm produce were naturally most active in the fall. Those for horses, oxen, mules, and donkeys had their busiest time in the 2nd and 3rd months, when the animals were needed for the farm work, and in the 7th month when the farm season was over and the farmers were anxious to get rid of some of their stock. The pig markets were most active in the 8th and 12th months, before the fall and New Year festivals, when most families were buying meat for the festival feast. The thread markets had their busiest time in the fall and winter months.

In the Tung T'ing market, which drew traders from 50 neighboring villages and was one of the largest in Ting Hsien, there were special sections for grains, farm animals, pigs, ducks and chickens, cotton, vegetables, fuel, cotton cloth, peanut and cotton seed cake. In the water-

2: Gamble S-5 (1926-1933) 1954 AF 12 North China AF 12

443 melon and sweet melon markets the wares were not generally displayed. The buyer and seller met at the market and then went to the fields to select the melons and settle the details of price, transportation, etc. There were two sections for farm animals where, on some market days, as many as 500 animals were sold. The main street, two li in length, was regularly lined, on market day, with the stands and stalls of those offering different kinds of food, cigarettes, farming tools, wooden implements, mats, pottery, and fruit. Barbers, cobblers, and fortune-tellers set up their stands. There was a Dew Market early in the morning where the women came to sell the thread they had spun.

Many of the dealers apparently had regular places where they displayed their wares. Others set down their baskets or arranged their tables wherever they could find space when they arrived.

Middle-men and tax collectors, the functions usually combined in one person, were on hand in most of the markets. They introduced the buyers and sellers, helped them settle prices, acted as official measurers when needed, and guaranteed the buyer if payment was not made when the deal was closed. For this service the middle-men usually received 3 per cent of the value of the goods sold. In the grain market the fee was four coppers per tou for most grains, but it was eight coppers per tou for sesamum seed. The seller regularly paid the middle-men's fee, though the terms of a sale might determine who paid it. Where a 3 per cent sales tax was levied the buyer and seller usually divided the tax and middle-men's fees. Cotton cloth had to be stamped at the tax office before it was offered for sale.

On an average market day there were between two and three thousand visitors.

In Chai Ch'eng the market was much smaller than in Tung T'ing, not as many dealers came, and the goods offered were largely local farm products and food. There were only five sellers of miscellaneous goods.

In the grain market the middle-man assigned places where the sellers could arrange their wares—wheat, millet, panicled millet, corn, kaoliang, buckwheat, green, black, and white beans, sesamum, and peanuts. In the cotton market both the short staple native cotton and the longer staple grown from foreign (American) seed were on sale. Because its seed was larger and heavier the foreign seed cotton brought a lower price

2: Gamble S-5 (1926-1933)1954 AF 12 North China AF 12

than the native cotton. The price in 1928 was between $15 and $16 per 100 catties.

On the 14th of the 8th moon of 1928 there were 262 sellers in the Chai Ch'eng food markets. This was a particularly busy day as it was the day before the fall festival. Table 90 gives the types and number of dealers, the prices, and the amounts of goods offered for sale. Eggplant, noodles, pears, and squash had the largest number of sellers. Even in this relatively small market over two and a half tons of pears were offered. It was pear season and everybody was buying food for the festival feast.

The festival was also undoubtedly responsible for the large amount of meat on sale, 175 pigs, 1,600 pounds of beef, and 200 pounds of mutton. There were 51 pork sellers. The beef and mutton sellers were all Mohammedans who came from another village.

The price figures give a good sample of the 1928 price level as they include the most generally used non-cereal foods. The cereal prices for 1930 are given in Chapter X.

Our study showed that the sellers of meat, fruit, cakes, and cooked food, who were not natives of Chai Ch'eng, paid a fee of 10 or 20 cents for the privilege of using market space. For some, at least, the fee also gave them the use of a board table. The field report said that there was no fee for vegetable sellers as the market did not last very long. In most cases the place fee went to the owner of the adjoining property and paid not only for a place to stand on market days, but also for a place to leave tables and other equipment between market days. In some villages a fee for the right to occupy a regular place on market days was paid to the village office. The system evidently varied from market to market. For the temple fairs the place fee went to the village government to help meet the cost of the fair.

In the Chai Ch'eng vegetable market the middle-man received the usual 3 per cent commission only on the larger sales. He generally was not involved in the small retail sales. Sales under 50 catties were regularly exempt.

The large number of roadside stalls was an outstanding feature of market day in the city. On non-market days our survey found 124 roadside stands. Except for the eleven barbers, cobblers, and cigarette sellers all of them were selling food. On market day the number of stands jumped to 434. Sixty-five different kinds were listed. The different kinds

2: Gamble S-5 (1926-1933) 1954 AF 12 North China AF 12

443 and the number of each are given in Table 91. On market days 94 of the stands were set up by city stores, 93 by city residents, and 247 by village residents who brought their wares into the city. We were interested to note that horse meat was offered on four stalls.

Most of the stalls were simply a table or stand that held a small amount of goods. On non-market days 31 per cent had less than 10 square feet of area and 88 per cent had less than 25 square feet. Only four per cent had 50 or more square feet. Larger stalls were set up to take care of the market day business. Then only 11 per cent had less than 10 square feet. Thirty per cent had 50 or more square feet. The largest had over 300 square feet.

The 50 temple fairs held in 35 different locations throughout the hsien gave a great opportunity for trade as they drew anywhere up to 10,000 people per day for the three, four, or more days of the fair. The free theatrical plays provided by the village holding the fair, the other entertainment, and the general excitement were very attractive. The shops, stalls, shows, and parking yard for carts in the largest fair at Pei Ch'i covered 150 mu, 25 acres. The map on page 5 shows where the fairs were held. The dates for the fairs, their connection with religion, and other details are given in Chapter XVIII.

443 435 Prices in the stores, markets, and fairs were not always easy to determine as there was no fixed price for many articles and usually there was no open bidding in the market. Sales were made between individuals and prices were often determined by signs rather than words, with the signs being made under cover of the buyer's and seller's sleeves. Their fingers on the other person's arm set one price while they might talk about an entirely different one. This, plus the lack of general inter-village communication, often made it difficult for the farmers to secure top or even fair prices for their produce. They kept a general check on current prices by visiting various markets in the neighborhood and getting reports from people who had visited the city and town markets.

2:Gamble S-5 (1926-1933) 1954 AF12 North China AF12

434 years old. The 45 stores had 350 employees, of whom 57 were apprentices. The apprentices were being trained by 33 stores. Three of the larger 286 ones had three apprentices each. The capital of the stores ranged from $600 to some $12,000 with the average just under $4,000.

It was said that the cloth market in the city, where the city cloth 286 stores regularly did their buying, was first opened in the 31st year of Ch'ien Lung, 1766. During the winter months, the busy season for 443 the cloth weavers and merchants, the market was generally open from nine to 12 hours on market days. The usual amount of cloth handled was about 1,500 pieces. The smallest amount in 1931 was between 600 and 700 pieces, the largest about 4,000. The largest day's business in the previous 10 years was 17,000 pieces.

286 During the 10 years 1921–1930 over 10,600,000 pieces of chuang cloth 438 worth over $11,000,000 were shipped from Ting Hsien. Over 70 per cent went to Chahar, with most of the remainder going to Shansi and Suiyuan. Less than one per cent was sent to Hopei.

The cloth going to Chahar and Shansi was shipped in 50 piece bundles except for Ta T'ung. There a bale was 45 pieces. For Suiyuan the cloth was packed in 40 piece bundles except for Hsing He, which used the 50 piece bale.

There was a tax of $1.20 per bale on all shipments except those for Suiyuan. For them the rate was $1.80 per bale. Railroad freight varied from $1.50 to $2.60 per package, the shipping commission from 50 to 90 cents. The total shipping charges amounted to from six to 10 cents per piece for the Chahar and Shansi shipments and from 14 to 16 cents per piece for those sent to Suiyuan.

Some locally grown wool was made into rugs. Rugs were also made from cow hair that had been ground with a stone to remove the lime with which it had been treated, teased with a bow, and spun on the ordinary spinning wheel. The cow hair rugs were being supplanted by factory woven rugs.

Food Industries

438 Bean curd making was a hsien wide activity reported by 249 villages, 258 carried on by 735 families and 1,570 persons. It was a year round activity except for the hottest summer months. The curd was made from green or yellow beans, cotton seed oil, carbon (ashes), and brine. The beans were ground into small pieces, put to soak for five or six hours, then

3:Chao E-5 (1939-1941)1948 AF12 North China AF12

isolation is quite voluntary. The separation between the low and the rest is, however, largely involuntary. The isolation in this case is not quite as complete as that of the rich family.

Social communication is a very subtle factor in human cooperation. As there are so many factors conditioning and, in a way, hindering the process of free communication, P'ing-chiao-tsun is not a very integrated whole. Collective action,[27] if it exists at all, is in need of a sound basis. Thus the principle of political inaction has its root in social communication.

Urbanization

In many respects, the village folks may have their characteristic ways of life; P'ing-chiao-tsun, nevertheless, is a part of the larger community of Peiping, economically, politically and socially.

P'ing-chiao-tsun is at present connected with the city of Peiping by two highways and one railway line.[28] Bus services are available at a distance of four miles and the railway station is about one mile away. No rickshaws are available in the village, but their supply is plentiful in the nearest town about a mile away. Only one bicycle is found and it is the property of the school principal. On business trips, the villagers may use their own carts, hire a rickshaw, or use the railway. On pleasure trips, they prefer to economize their financial resources at the expense of their own organic energy. The time-distance on foot is about two hours to the nearest city-gate. Unless on very special occasions, females have very little chance to see the city. The school principal is the most frequent visitor to the city.

Agricultural products are sold if at all to the agents in the nearest market-town, and very seldom directly to merchants in the city. There are, however, two families in the village which have duck-raising as their occupation. On the days of temple-fairs in the city, the heads of the families with their assistants drive their stock to their customary market-places. These two families have their interests more in the city than in the village. Mr. W-, the head of

27 On general sociological principles of social interaction and collective action, see R. E. Park and E. W. Burgess, Introduction to the Science of Sociology, Chicago, 1924; also Richard T. LaPiere, Collective Behavior, New York, 1938.

28 On the influences of communication agencies upon social life, see M. M. Willey and S. A. Rice. Communication Agencies and Social Life, New York, 1933.

4: Burgess E-4, 5 (1926-1927) 1928 AF12 North China AF12

TABLE VI

LIST OF PEKING GUILDS AND NUMBER OF STORES OR SHOPS AND GUILD MEMBERS

467 *
441 *
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	Number of Shops or Stores*			Number of Members†	
	1	2	3	4	5
Craft Guilds:					
1 Awning Makers					200
2 Bean Sauce Makers					
3 Block-cloth Pressers					
Bone and Horn					
4 Colored Bone					220
5 Toothbrush					330
6 Comb Makers					50
7 Shoe Horn					60
8 Spectacle Frames					145
9 Tongue Scrapers					120
10 Brass Musical Instruments					
11 Brick Carvers					
12 Candy Makers					
13 Carpenters					4,000
14 Carpenters using large saws					
15 Cloisonné Designers		130			1,000
16 Cloth Pasters					150
17 Confectionery Makers		30			300
18 Cotton Spinners and Weavers[a]	48				23
19 Dyers	36	36	33	810	
20 Dyeing (Silk)[b]				3,230	
21 File Makers					
22 Furniture Painters					
23 Handle Makers					
24 Horse Shoe Makers					
25 Gold and Silver Smelters	21		22		
26 Gold Foil Beaters				165	
27 Leather Box Makers					100
28 Masons					7,000
29 Mat Tent Makers		30			
30 Painters				1,400	1,600
31 Paper Hangers		200		9,018	
32 Shoe Fasteners					1,530

* Number of shops and stores according to (1) Chamber of Commerce list, 1925; (2) our list, 1926-7; (3) Chamber of Commerce list, 1927.

† Number of members according to (4) S. D. Gamble's list, 1919; (5) our list, 1926-7.

[a] Manufactured goods of modern style.

[b] Not clear whether this is given in the Dyers Guild of our study.

4: Burgess E-4, 5 (1926-1927) 1928 AF12 North China AF12

*441
*467
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TABLE VI—*Continued*

	Number of Shops or Stores			Number of Members	
	1	2	3	4	5
33 Shoe Sole Makers					
34 Silk Thread Makers		110			
35 Silver and Gold Refiners	21		22		
36 Smelters	43		40	175	
37 Table and Chair Makers		120			500
38 Tailors				21,300	9,000
39 Tinkers					380
40 Tinsmiths					
Commercial Guilds:					
1 Account Books (W)	15		13		
2 Bankers (R)	20		17		
3 Brick Kiln Owners	38				
4 Carriage, Automobile and Bicycle Dealers	116		110		
5 Cash Shops	59		52		
6 Charcoal Dealers	65		65		
7 Cigarette Dealers			154		
8 Clock Stores	91	100	99		
9 Cloth Stores	171	250	237		
10 Coal Stores	178	250	248	18,100	
11 Coal (W)	109		113	1,010	
12 Coal Oil & Imported Goods	35		30		
13 Condiments	216		228		
14 Confectionery Stores		60		900	
15 Cotton Stores	39		36		
16 Curio Stores	126		133		
17 Dried Fruit Stores	137		137		
18 Drugs	154		154	4,650	
19 Drug Stores (Foreign)	33		34		
20 Dye Stuff Stores	57	50	53		
21 Electrical Stores (R)	46	100	46		
22 Fertilizer (R)		300	300	5,000	
23 Fresh Fruit Stores	56		54		
24 Fresh Vegetables	41		71		
25 Fur Merchants	206	100	186	4,500	
26 Gold and Silver Work Stores	22		17		
27 Grain & Miscellaneous Goods Stores	27		30		
28 Grain (W)	55		75		

(W) Wholesale.

(R) Guilds reported on for this study but rejected in compiling results, *cf.* p. 56.

4: Burgess E-4, 5 (1926-1927) 1928 AF12 North China AF12

TABLE VI—*Continued*

441*
467*
443●

	Number of Shops or Stores			Number of Members	
	1	2	3	4	5
29 Hardware Stores	35		31		
30 Hat Stores		400		2,010	
31 Horse Dealers	33		40		
32 Hotel Keepers (R)	62	60	105		72
33 Ice Dealers	31		31		
34 Incense and Cosmetics	74		74	2,793	
35 Jade	128		117	1,230	
36 Jewelry Stores	90		83		
37 Leather Stores		45			
38 Lime Stores	209		203		
39 Lumber Sellers	69		67		
40 Mutton Shops		80	78	3,490	
41 Oil Stores	34	12	29		
42 Old Rice Stores					
43 Old Sheep-Skin Stores	79		63		
44 Pawnbrokers	87		88	1,670	
45 Pig and Sheep Intestine Shops			41		
46 Pig Dealers			44		
47 Pork Merchants	94	130	59	950	
48 Restaurants	143	240	237		
49 Rice & Flour Stores	284	400	377		
50 Rice Stores	66		67		
51 Second-hand Clothes Stores	185	170	138		
52 Shoe Stores	67	83	70	2,500	
53 Silk and Satin Stores	66	70	66		
54 Soap, Wholesale				238	
55 Soap, Retail				1,050	
56 Sweet Oil Stores		23			
57 Tea Stores	99		89		
58 Tobacco Stores	64		60		
59 Vegetable Merchants					
60 Wine Dealers (W)	7		7		
Professional Guilds:					
1 Actors					1,500
2 Barbers				3,470	3,000
3 Blind				1,000	
4 Cooks				6,300	200*
5 Kitchen Coolies					46
6 Porters					300
7 Story Tellers					300
8 Undertakers				1,800	
9 Waiters					300
10 Water Carriers				2,500	
11 Wheelbarrow Pushers					

* The number of members in one district only—the South City district.

6:Young et. al. E-5 (1928-1929) 1930 AF12 North China AF12

there were only about twenty moderate sized shops which served as resting places for travellers to and from the northwest of China. There was also a royal granary of considerable importance on the south-eastern border of Ching Ho at a distance of of about one *li* where a large amount of foodstuffs collected from the Southern provinces of the Empire, and transported north by way of the Grand Canal and Tungchow, were stored. Around the granary lived a large number of guards and carriers who were the regular customers of the small shops in Ching Ho.

Some time during the closing years of the last century—a date which we have not been able to ascertain definitely—a system was established for the exchange of grain. Before that time the farmers of the district northwest of Peping often marketed their grain at the Pinghsifu (平西府) market or the Sha-ho (沙河) market. But owing to its proximity to Peping and its strategic position on the great northwestern highway Ching Ho has rapidly developed into one of most important market towns in the northwestern area of Hopei (Chihli) Province. At the time of the Boxer Rebellion Ching Ho was already notable as a market town, and the temporary foreign rulers in Peping even sent agents to help maintain the market in a peaceful and orderly state.

Later, during the closing years of the Tsing Dynasty the town grew rapidly on account of the establishment of a number of government institutions, a military academy, a military factory and an aerodrome all in the west of the town. Ching Ho became not only the first grain market in the northwestern

6:Young et. al. E-5 (1928-1929) 1930 AF12 North China AF12

631 of wan Ping Hsien, This center maintains only a police siation in order to preserve order and to collect taxes. This southern part consists of only nine small villages with 510 families while the northern centre controls thirty four villages of 5,000 families. The northern area also has a considerable number of political organizations, and is the political centre of local selfgovernment. A detailed account of local polities will be given in a later chapter.

IV. Trade Connection.

438 Ching Ho is both a collecting and distributing
• 443 centre for the district, and the area may be divided into four widely different trading zones. The largest of these zones is that for the collection of grain. Its size is due to the fact that although there may be inconvenience to the farmer in bringing his grain a greater distance, still he is able to commend a better price at Ching Ho than if he were to sell to travelling merchants. The zone includes a large area on the northern side of Ching Ho stretching towards Sha Ho along the old highway. Sha Ho is ten miles from Ching Ho, but the merchants prefer to bring their grain to Ching Ho where they can get better prices than in Sha Ho. Six miles to the northeast is the Pingsifu market which again attracts a smaller market than Ching Ho. Both these markets have a longer history than Ching Ho market and were formerly the centres for the Ching Ho area, but owing to the proximity of Ching Ho to Peping, and its position on the old highway to Kalgan it has now taken a more important position. To the northwest is the market

6:Young et. al. E-5 (1928-1929) 1930 AF12 North China AF12

of How Chuang (後廠) which has been establisted for less than ten years, and cannot compare with Ching Ho in the amount of business. However, these three markets are able to work amicably with the Ching Ho market. Because of its better prices and larger market the trade zone for Ching Ho stretches about two thirds of the distance towards these other markets and they draw their clientele from the smaller area. There is also an arrangement regarding market days by which Ching Ho holds its market on the odd days of the Chinese month, and the other place open their markets on even days.

The area of the zone to the south of Ching Ho is rather small, owing to the small crop of grain produced in that region, and not, as might be thought at first sight, because of its proximity to the Hsichimen, Peping. The land in this part has been used largely for cemetaries, and the area of land per household is very small, only producing enough for the tenants' own consumption. Indeed, in many cases farmers have to bring foodstuffs from the Ching Ho market.

The second zone comprises a distributing area for farm produce other than grain. Little of the grain collected in the first mentioned zone is consumed locally, but is mostly sent to Peping or other larger cities for milling and redistribution. But Ching Ho is a distributing centre for vegetables, fruit, peanuts, and sweet potatoes, particularly for the area south of the town. The zone covers an area which extends almost to the city wall of Peping.

In addition to these two large zones for the collection and districution of grain and other farm produce,

6:Youn et. al. E-5 (1928-1929) 1930 AF12 North China AF12

438
443
there are two other zones one for the distribution of daily necessities such as oil, salt, sauce etc., and the other for the distribution of such commodities as clothing, hardware, farm implements etc. Because of the necessity of daily buying for the first mentioned class of goods, the source of supply must be near at hand, and therefore the zone for the distribution of such commodities is naturally smaller, and in a circular form. The neighbouring towns and villages usually have small stores of their own, where the village people would naturally buy their everyday needs rather than go to Ching Ho where the money saved by buying in the larger market would not compensate for the long journey incurred.

The last zone comprises the area for the distribution of the more important and expensive goods. If a buyer wishes to spend one dollar or more he will go to the cheaper market notwithstanding the long distance, and there are also many commodities which cannot be obtained in the small village store. Therefore, this last zone covers an area almost equal to that for the collection of grain. In fact it coincide very closely with the grain collecting area because many of these people who market their grain in Ching Ho take back their daily necessities and other commodities from the town on their return journey. Outside of an area of about six miles we find that people are only interested in the sale of their produce and not interested in Ching Ho as buyers, and to the south of the town the people are familiar with Peping prices, and prefer to make their purchases in the city.

6:Young et. al. E-5 (1928-1929) 1930 AF12 North China AF12

QUANTITY AND DENSITY

It will be seen that in connection with the store population local inhabitants constitute only 24.3%. while people from outside the town constitute 75. 7%. This means that the business of Ching Ho is practiaclly controlled by outsiders. In the analysis of the nativity of the store population local people are differentiated from the people from neighbouring villages of the same county, although most of them still have their families in their respective villages, but pursue some kind of business at Ching Ho. The figures which we have presented in this table show the real number of natives. In passing it is interesting to note that Chang Ping, one of the neighbouring courties of Wang Ping has the largest number of people in Ching Ho, which seems to point to the fact that the people of Chang Ping are more familiar with business activities than the people of Wan Ping.

6:Young et. al. E-5 (1928-1929) 1930 AF12 North China AF12

CHAPTER V.

STORES

1. Introduction.

Ching Ho is well-known as a market town for the collection of grain and for the distribution of manufacturered goods, so that naturally we should expect there to be a large number of stores of considerable size in the town. At the time of the store-to-store canvas there were 122 shops open, and three others which had been closed. The majority of the shops, 107, are situated on the north side of the town and are generally larger than the 15 shops on the south side. On the south side there is only a salt store which has a capital of Mex. $2,000 and employs seven people, while the other fourteen have not more than Mex. $2,000 capital altogether. The reason for this appears to be that the street on the south side is about six feet below the level of the stores which makes shopping and the discharging of commodities very difficult, while on the north side the street and the stores are on the same level. 443

It is often stated that in China farms and stores are always run as a family concern, but this statement is not altogether true. In Ching Ho none of the large stores are run on the family basis, and we found only 27 stores altogether run on this basis, as against 95 stores or 77.9% where the manager em- 443 596

443 596 ployed workmen to assist. None of the big grain, clothing, or grocery stores which have a large capital are run by the family. The largest family store found was one with a capital of $500, and the average capital for the other 26 family stores was $90, as compared with the general average of $1,082.

2. Varieties of Stores.

443 Ching Ho has 39 varieties of stores, from the common tea shop to the rare pawnshop. At the time of the survey there were 18 grain shops, almost 15% of the whole number of stores. The others which we found most numerous were cotton goods shops, shops for miscellaneous goods, a shop making a kind of flat cake like a scone, small inns, barbers' shops and restaurants. The whole distribution is given in the table XX:

From our survey we found that only the grain stores collected farm products, and most of the other stores simply supplied the town people, or both the town ond farming population in the distributibe zones described in Chap. II. The number of workers in the 18 grain stores is 123 or 22.9% of the 538 store employees, and the amount of capital held by the grain shops is $70,200 or 53.2% of $132,050, the total estimnted capital in Ching Ho. Moreover, the greater proportion of the local taxes are brought in by the one percent charge on grain sales, and also from special grants from the big stores which are mostly grain shops. So that from these figures it would appear that the collecting of produce in Ching Ho is

6:Young et. al. E-5 (1928-1929) 1930 AF12 North China AF12

STORES

TABLE XX. TYPES OF STORES IN CHING HO.

443

Types	No. of stores.	%
Grain shops	18	14.8
Cotton goods shops	8	6.6
Scone shops	8	6 6
General stores	7	5.7
Small Inns	6	4.9
Baroers' shops	5	4.1
Restaurants	5	4.1
Tea houses	4	3.3
Drug stores	4	3.3
Mutton shops	4	3 3
Ironware stores	4	3.3
Jewellers	3	2.5
Book shops	3	2.5
Shoe shops	3	2 5
Grocery stores	3	2 5
Coffin shops	3	2.5
Cart shops	3	2 5
Kerosene	2	1.6
Coal shops	2	1.6
Incense shops	2	1.6
Flax shops	2	1.6
Peanut shops	2	1.6
Dumpling shops	2	1.6
Smithy	2	1 6
Greengrocers	2	1 6
Noodles shops	2	1 6
All others having only one store	13	10.7
Total	122	100.0

6:Young et. al. E-5 (1928-1929) 1930 AF12 North China AF12

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more important than the whole of the distributive trade, and that the prosperity of the town and its institutions depends almost entirely on the grain trade.

3. Size of the Stores.

The size of the shops in Ching Ho Varies from the store with a single owner-operator to the large store employing eighteer people, but the average number of people employed in one store is five. Our enquiry shows that the average number employed in a family store is 4.7 as against 5.15 in the general stores. The explanation for this is that all the family stores are very small, not requiring more than one or two people to run them. From Table XXI we can see that the most frequent number of members in all stores and in the general stores is 3, whereas in the family store the most frequent number is 4, followed by 5 and 6. The largest store is a general store employing 18 persons. and the largest family store employs 10 only.

From Table XXII we see that different types of stores have their own frequent size. Groceries, because of their retail trade, usually emplby a big number, the average in Ching Ho being 15. The pawnshop and tea-leaves shop have 12 and 11 respectively, followed by the cotton goods shops with an average of 8.1. Although the average capital of the grain trade is much larger than any other shop except the pawn shop, the personnel is not so big, and the average for all is only 7.2. In Table XXI we show the distribution nf stores according to size, and in Table

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TABLE XXI. DISTRIBUTION OF STORE SIZE.

No. of Persons.	Total		Types of Stores.			
			General Stores.		Family Stores.	
	No. of stores.	No. of persons.	No. of stores.	No. of persons.	No. of stores.	No. of persons.
1	5	5	5	5	0	0
2	21	42	17	34	4	8
3	22	66	20	60	2	6
4	20	80	12	48	8	32
5	15	75	10	50	5	25
6	10	60	5	30	5	30
7	7	49	7	49	0	0
8	6	48	4	32	2	16
9	2	18	2	18	0	0
10	7	70	6	60	1	10
11	1	11	1	11	0	0
12	1	12	1	12	0	0
13	0	0	0	0	0	0
14	1	14	1	14	0	0
15	3	45	3	45	0	0
16	0	0	0	0	0	0
17	0	0	0	0	0	0
18	1	18	1	18	0	0
Total	122	613	95	486	27	127

Mean of stores — $\frac{613}{122}$ = 5+

Mean of general stores — $\frac{486}{95}$ = 5.2

Mean of family stores — $\frac{127}{27}$ = 4.7

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TABLE XXII. AVERAGE SIZE OF ALL TYPES OF STORES.

TYPES OF STORES.	AVERAGE SIZE
Groceries.	14.0
Pawn shop	12.0
Tea leaves shop	11.0
Cotton goods.	8.1
Grain stores	7.2
Bath house	7.0
Salt store.	7.0
Hardware store.	7.0
Dumpling stores	6.0
Noodles stores.	5.5
Restaurants.	5.2
Dye house.	5.0
Drug stores.	4.5
Pork shops	4.3
Bean curd shops	4.0
Tea houses.	3.8
Kerosene shops.	3.5
Ironmongery shops	3.3
Rope shops	3.0
Fruit stores	3.0
Basket shops.	3.0
Finishing shop for dyes.	3.0
Mufton shops.	2.8
Ornament shops.	2.7
Cart shops.	2.7
Scone shops	2.6
Incense shops	2.5
Coal shops	2.5
Barbers' shopes.	2.4
General stores	2.3
Coffin shops	2.3
Dough nuts shops	2.0
Smithy.	2.0
Awning shops.	2.0
Tobacco shops	2.0
Small inns.	1.3
Shoe shops.	1.3
Weed & insect killer.	1.0
Vegetables.	1.0
Average	4.3

6:Young et. al. E-5 (1928-1929) 1930 AF12 North China AF12

XXII the average size of the different varieties of 443
store. In computing these figures only the active members have beentaken into account, and we have not considered family members who have little or nothing to do with the running of the store.

In considering the size of the stores we should naturally expect that the amount of business would have some definiate correlation with the size of the stores, but since we could not get information as to the amount of business done in the stores we have used the amount of capital of each type of store to indicate the amount of business, and have tried to find the correlation between the store and the capital stock. Table XXIII is the original form for the calculation of the co-efficient of correlation, but since the value of both x and y are so widely different among themselves, any assumed mean or the real mean will get us into difficulties in calculation. So we have used a shorter method by assuming zero as the mean which makes all values in x and y as deviations from the assumed mean. We can easily get the standard deviations by using the ordinary short method formula:

$$\text{S. D.} = \sqrt{\frac{\Sigma fd'^2}{n} - \left(\frac{\Sigma fd'}{n}\right)^2}$$

The only difference is the using of the x and y values as deviations instead of getting deviations from any assumed mean or the real mean.

TABLE XXIII. CORRELATION OF STORE SIZE WITH CAPITAL STOCK

TYPE OF STORE.	STORE SIZE X	X^2	CAPITAL MAX. $. Y	Y^2	XY.
Groceries.	14.0	196.0	3 300	10,890,000	46,200
Pawn shop	12.0	144.0	12,000	144 000,000	144,000
Tea Leaves shop	11.0	121.0	1,000	1,000,000	11,000
Cotton goods	8.1	65.6	2,400	15,210,000	23,080
Grain stores.	7.2	51.8	3,900	15,210,000	28,080
Bath house	7.0	49.0	600	360,000	4,200
Salt stores	7.0	49.0	2,000	4,000,000	14,000
Hardware stores	7.0	49.0	1,000	1,000,000	7,000
Dumpling stores	6.0	36.0	340	115,600	2,040
Noodles stores	5.5	30.3	500	250,000	2,750
Restaurants	5.2	27.0	130	16,900	676
Dye houses	5.0	25.0	200	40,000	1,000
Drug stores	4.5	20.3	1,000	1,000,000	4,500
Pork shops	4.3	18.5	180	32,400	774
Bean curd shops	4.0	16.0	35	1,225	140
Tea houses	3.8	14.4	95	9,025	361
Kerosene shops	3.5	12.3	800	640,000	2,800
Ironware shops	3.3	10.9	45	2,025	149
Flax shops	3.0	9.0	400	160,000	1,200
Peanuts shops	3.0	9.0	150	22,000	405
Basket shops	3.0	9.0	200	40,000	600
Grinding shop	3.0	9.0	20	400	60
Mutton shops	2.8	7.8	100	10,000	280
Ornament shops	2.7	7.3	65	4,225	176
Dart shops	2.7	7.3	150	22,500	405

TABLE XXIII.a CORRELATION OF STORE SIZE WITH CAPITAL STOCK

TYPE OF STORT.	STORE SIZE X	X^2	CAPITAL MAX. $. Y	Y^2	XY.
Scone shops	2.6	6.8	15	225	39
Incense shops	2.5	6.3	75	5,625	188
Coal shops	2.5	6.3	200	40,000	500
Barbers shops	2.4	5.8	40	1,600	96
Miscellaneous	2.3	5.3	130	16,900	299
Coffin shop	2.3	5.3	280	78,400	644
Doughnuts shops	2.0	4.0	10	100	20
Farriers	2.0	4.0	25	625	50
Awning shop	2.0	4.0	150	22,500	300
Tobacco shops	2.0	4.0	50	2,500	100
Small inns	1.3	1.7	10	100	13
Shoe shops	1.3	1.7	5	25	7
Seed shops	1.0	1.0	50	2,500	50
Vegetables	1.0	1.0	5	25	5
Total	165.8	1,051.7	31,655	184,757,925	294,592

$$r = \frac{\frac{294,592}{39} - \left(\frac{165.8}{39}\right)\left(\frac{31,655}{39}\right)}{\sqrt{\frac{1,051.7}{39} - \left(\frac{165.8}{39}\right)^2} \cdot \sqrt{\frac{184,757,925}{39} - \left(\frac{31,655}{39}\right)^2}} = 0.68 \pm 0.058$$

6:Young et. al. E-5 (1928-1929) 1930 AF12 North China AF12

443 From the above calculations we know that the correlation between the store and capital stock is quite significant, the coefficient being 0.68 and the probable error is only 0.058.

4. Years of Business.

To take the number of years during which a business has been established is a fairly good indication of the stability of business conditions, and the existence of of marketing systems. From the history of Ching Ho we should not expect very long business connections. Table XXIV shows that 48 stores or 39.4% have been opened within the last five years, and only two stores have been in existence for more than 100 years. Analysing the data for the recent period in greater detail we find 18 stores have been in existence for one year only, and four stores for less than one year. At first sight this would appear as if business conditions were not so good in the last year asin the previous years, but often the people give nine, ten or eleven months as one year. The general trend of decrease in the number of stores as the years advance is shown in the table XXIV:

5. Affiliation of Stores with Trade Organisations.

441 The stores in Ching Ho do not yet appear to be particularly interested in trade organisations, as out of the 122 only 36, or 30% have any trade affiliation. 17 of these joined the newly created Trades' Union directed by the local Party organisation, and which has only had a very short history from September

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TABLE XXIV. YEARS OF BUSINESS OF ALL STORES

443

Years of business.	stores.	
	No.	°/₀
Under 5	48	39.4
5 - 9	22	18.0
10 - 19	15	12.3
20 - 29	12	9.8
30 - 39	6	4.9
40 - 49	10	8.2
50 - 99	7	5.7
100 and over	2	1.6
Total	122	100.0

1928. Previously there was a Chamber of Commerce 441
of the old type which was supported by most of the stores, and was the most influential in the locality. Al though 7 stores state that they still belong to the Chamber, the Chamber itself does not now exist. The new Union has split the business world in Ching Ho into three divisions, those who support the old Chamber, supporters of the new Union, and the indifferents; and this has entirely destroyed business unity.

Several stores have trade connections with associations in Peking. Ten of the grain stores are members of the Lin Chen Chamber of Commerce (陸陳商會)

6:Young et. al. E-5 (1928-1929) 1930 AF12 North China AF12

441 organised by and for grain merchants; the pawnshop is a member of the Peking Pawnshop Association; and the salt shop has joined the Peking Salt Association.

TABLE XXV. TRADE AFFILIATION OF STORES.

Types of Trade Organisations.	Stores. Number	%
New Trader' Union.	17	13.9
Old Chamber of Commerce	7	5.7
Lin Chen C. of C.	10	8.2
Peking Pawnshop Ass.	1	0.8
Peking Salt Ass.	1	0.8
No affiliation	86	70.5
Total	122	100.0

6. Capital

443 Although Ching Ho is a rural town of onl several hundred families, yet several stores command a capital of more than $10,000, and over 23% have a capital of more than $1,000. This is due to the existence of many grain stores, and large distributive stores, and the pawnshop usually has a large capital in any part of China. Yet the most numerous types of stores are those having a capital of about $100. The distribution can be seen from the following table:

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TABLE XXVI. CAPITAL DISTRIKUTION TF STORES.

443

Amount of Capital Mex. $	Stores.	
	No.	%
Under 10.	16	13.1
10 - 100	30	24.6
100 - 199	16	13.1
200 - 299	14	11.5
300 - 499	8	6.6
500 - 999	10	8.2
1000 - 1999	11	9.0
2000 - 2999	5	4.1
3000 - 4999	5	4.1
5000 - 9999	3	2.5
over 10,000.	4	3.3
Total	122	100.0

In table XXVII it is interesting to notice how the capital is divided amongst the different types of stores. The pawnshop is first, followed by the grain stores with an average capital of $3,900. These are closely followed by grocery stores, cotton goods stores, salt stores, drug stores, tea leaf stores and hardware stores. The 37 stores comprised under the these headings hold capital of $119,300 or 91.4% of the total capital, while the remaining 95 stores have only $11,245 or 8.6%.

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TABLE XXVII. AVERAGE CAPITAL OF ALL TYPES OF STORES.

TYPE OE STORE	AVERAGE CAPITAL	NO. OF STORES	TOTAL CAPITAL.
Pawn shop	12,000	1	12,000
Grain stores	3,000	18	70,000
Groceries	3,300	3	9,900
Cotton Goods	2,400	1	2,000
Salt stores	2,000	1	2,000
Drug stores	1,000	4	4,000
Hardware stores	1,000	1	1,000
Tea leaves shop	1,000	1	1,000
Kerosene shop	800	2	1,600
Bath house	600	1	600
Noodles shops	500	2	1,000
Flax shops	400	2	800
Dumpling shops	340	2	680
Coffin shops	280	3	840
Coal shops	200	2	400
Basket shops	200	1	200
Dye house.	200	1	200
Pork shops	180	3	540
Cart shops	150	3	450
Peanuts shops	150	2	300
Awning shops	150	1	150
Miscellaneous goods	130	7	910
Restaurants	130	5	650
Mutton shops	100	4	400
Tea houses	95	4	380
Incense shops	75	2	150
Ornament shops	65	3	195
Tobacco shops	50	1	50
Ironware shops	45	4	180
Barbers'. shops	40	5	200
Bean curd shops	35	1	35
Farriers	25	2	50
Grinding shops	20	1	20
Scone shops	15	8	120
Small inns	10	6	60
Dumpling stores	10	1	10
Shoe shops	5	3	15
Vegetable shops	5	2	10
Total		122	130,545

$$\text{Mean} = \frac{130,545}{122} = 1070.$$

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In view of the inequality of capital stock we find 443
the average figure of $1,070 worthless as an indication of typical capital for all stores. If we divide the stores into two typeslarge and small, taking $1,000 as the dividing line, we find the two averages of $3,224.3 for the larger stores, and only $132.3 for the small stores.

In the collection of data concerning capital stock we had great difficulty in obtaining accurage figures, as some of the stores refused to answer our questions, and therefore, certain figures are estimates made by observation of the business, and from conversations with the owners; but although the reader is warned against using the figures given as accurate data, yet the general information which they convey is useful for our guidance and further study.

7. Ownership and Value of Store Premises.

From the following table we can see that 77% of 443
the stores are rented, and only 21.3% owned by the 472
occupiers, and in two cases the stores are half owned 427
and half rented.

TABLE XXVIII. OWNERSHIP OF STORE PREMISES.

OWNERSHIP	No.	%
Owner operator	26	21.3
Rented	94	77.0
Half owned	2	1.7
Total	122	100.0

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443 There is a wide range in the value of stores from
472 the hut worth a few dollars to the well-built store of
427 $15,000, although the value of the majority is between $100 abd $2,000. Table XXIX gives the values and shows that 91 stores or 74.6% have premises valued between $200 and $1,999. The average value of all premises is difficult to calculate, and values are given

TABLE XXIX VALUE OF STORE PREMISES.

VALUE CLASSES. MEX. $.	NO. OF STORES.	TOTAL VALUE.
0-9	1	5
10-49	3	76
50-99	7	525
100-199	21	2,625
200-299	17	3,825
300-399	11	3,575
400-499	12	4,900
500-999	16	10,000
1000-1999	14	17,500
2000-2999	4	9,000
3000-3999	5	17,500
5000 and over	3	36,000
Total	114	105,530
Unknown	8	

in round numbers in most cases, and with the exception of the first three classes, and the last, the first quartile is used in the calculation to represent the whole class. The last average is the approximate average between the three figures 10,000, 10,000 and 15,000. From the assumptions stated above we can get the average value of all premises in Ching Ho which must of course, have a very large probable error. The average is calculated to be $925.7.

427
443
472

8. Organisation and Management.

91.8% are run under the simple style of a single owner proprietorship; two stores are under the joint control of brothers; and only eight stores, or 6.9% are carried on by partners. Not a single store is organised under the modern method of incorporation, and the lack of this from may be due to the small amount of capital required in the businesses, which can easily be raised by the proprietor himself or with the help of one or two partners.

472
443

TABLE XXX. ORGANISATION OF STORES.

TYPES OF ORGANISATION.	STORES	
	NO.	%
Proprietorship	112	91.8
Bothers	2	1.6
Parnership	8	6.6
2 partners	5	
3 „	2	
5 „	1	
Total	122	100.0

6:Young et. al. E-5 (1928-1929) 1930 AF12 North China AF12

472
443 108 stores or 88.5% are managed by the proprietors or their partners, and only 14 stores or 11.5% are able to afford to employ managers to look after the business, and all these stores have a capital of over $1,000. Among these 14 stores six also employ an assistant manager. Not all the big stores are included in these 14, and there are still 13 stores having a capital of $1,000 or more which are managed by the owners themselves, but 7 of these employ an assistant manager who is the real business head.

2. Positions of Store Population.

443
463 In this section we shall only include males above the age of 16 years as there is only one woman in business who keeps a small inn. In addition to the 406 males above the age of 16 years there are also included 12 apprentices younger than 16 years, bringing the total number of male employees to 538. The positions which absorb most poeple are those of clerk, apprentice and manager, which employ in all 406 persons or 75. 5% of all the store workers. On the average each store has one clerk, one apprentice, and one manager, although the fact of there being 127 managers to 122 stores needs explanation. This is owing to the fact that in certain partnerships all the partners are active in the business, and it is not possible to distinguish and call one manager and the other assistant. In addition to the ordinary clerks there are 25 accountants and 23 outside workers who carry on special duties in making negotions and studying market conditions. In the ordinary shops the division is not so distinct, and the clerks are

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supposed to combine all these duties with their other work of looking after retail sales. 443 463

TABLE XXXI POSITION OF STORE WORKERS

POSITIONS.	PERSONS.	
	NO.	%
Clerks.	147	27.3
Apprentices	132	24.5
Managers	127	23.6
Accountants	25	4.6
Assistant managers	25	4.6
Outdoor workers	23	4.3
Handicraft workers	21	3.9
Sons of managers	14	2.6
Cooks	14	2.6
Fathers of managers	3	0.6
Third assistants.	2	0.4
Doctors	2	0.4
Pedlers	2	0.4
Unknown.	2	0.4
Total	539	100.0
Less one duplicate	538	

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10. Years of Service of Store Workers.

Here again we have not taken females into our calculations as only one woman holds a regular position in a store; the rest just help in various small ways. In addition to the 496 males there are 42 apprentices below the age of 16 years also included here.

A study of the years of service throws a great deal of light on the turnover or stability of the working force in the stores. In Ching Ho 321 persons or 60.8% have served for less than five years, and 207 or 39.2% for more than five years, which we should consider an indication of labour stability.

In studying the yearly labour turnover we natually expect to find a progressive rate, more dropping out and having to be replaced each year, but in Table XXXII we notice that the data in the column ot "original data" does not conform to this hypothesis. A much smaller number of persons fall within the first period as compared with the second period, and the tenth period, or nine years of service has a very small turnover, while the next period again takes a jump. From our coinmon knowlege it is safe to affirm that the number of new persons in the first period would be at least as large as the second, although there may be times when one year's business may be very good and the next year poor, but the chances are small as compared with normal conditions through these twenty or thirty years we are considering. From what we were able to learn in Ching Ho there were no abnormal conditions present, and the writer feels sure that the sharp

6:Young et. al. E-5 (1928-1929) 1930 AF12 North China AF12

difference is not due to irregularities of business, but to wrong reports being made, as people will often say they have been at a place for one year when the actual

443
464

TABLE XXXII. YEARS OF SERVICE OF STORE WORKERS.

YEARS OF SERVICE.	ORIOINAL DATA.	CORRECTED DATA.
Under one Year	35	89.0
1 Year	143	89.0
2 Years	69	69.0
3 „	47	47.0
4 „	27	27.0
5 „	33	33.0
6 „	33	33.0
7 „	24	24.0
8 „	14	14.0
9 „	5	13.0
10 „	21	13.0
11-15 „	27	5.4
16-20 „	19	3.8
21-30 „	26	2.6
30	5	
Total	528	
Unknown	10	

443 period is only nine or ten months. we place the
464 difference in the tenth and eleventh periods to this same proclivity for talking in round numbers, and if we average these periods we feel that we shall arrive at a more accurate result. The average length of tenure for the 523 cases is 5.6 years according to the original data, and 5.5 years according to the corrected data, which we should consider a creditable record.

TABLE XXXIII WAGES OF STORE WORKERS.

MONTHLY WAGES IN MEX. DOLLARS	NO. OF PERSONS
Under one	16
1 - 1.99	39
2 - 2.99	74
3.- 3.99	78
4 - 4.99	54
5 - 5.99	34
6 - 6.99	8
7 - 11	6
Total	309

$$\text{Mean} = 4.25 + \frac{-325}{309} = 4.25 - 1.52 = 2.73$$

11. Wages of Store Workers

443 Of the 538 workers only 309 or 57.4% receive any
465 kind of monetary payment. The distribution and average payment is preseted in Table XXXIII.

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Here it will be seen that the most general wage is round about Mex. $3 per month, and the average is calcaulated at Mex. $2. 73 per month.* This does not represent the whole wage of a worker as everyone is supplied with board and lodging worth Mex. $5-6 per month. This means than an average worker in Ching Ho receives the value of about Mex. $9 per month or 30 cent per day. The workers also share in the profits, but this is difficult to estimate as the profits vary considerably from year to year and store to store, and from a few dollars to as much as $1,000 for the employed managers.

TABLE XXXIV. NON-SALARIED WORKERS IN THE STORES.

CLASSES	NO. OF PERSONS.
Managers	89
Apprentices	86
Clerks	16
Assistant managers	15
Fathers of managers	3
Thsrd assistant	2
All others	3
Total	209

*On the inspection of the original entries we found that the mid-point did not give a fair representation of the class, and as there are far more figures about the round number the first quartile has been considered a better representative figure.

443 Besides the 309 workers who receive regular
465 payment there are 229 workers who only receive board and lodging and a share in the irregular profits, the largest class under this heading being the managers. They do not consider their labour income apart from their capital income, and their income is therefore, impossible to estimate.

The clerks are in most cases friends of the managers or stockholders, helping temporarily in the stores, and assistant managers are generally brothers or relatives of stockholders. They are trested as the proprietor treats himgelf, receiving board, lodging and a reasonable share of the profits.

we notice from the above table that there are 86 apprentices who do not receive any monaetry payment. The usual practice in stores is that for the first year there is no payment, in the second year a few

TABLE XXV. MONEY PAYMENT FOR APPRENTICES.

PAYMENT	NO. OF PERSONS.
No payment	86
Under M. $1.	9
$1 - $1.49	14
$1.50 - $1.99	7
$2.00 - $2.99	12
$3.00 - $3.99	4
Tatal	122

cents will be awarded them for miscellaneous buyings, 443
and in the third year the amount will be raised to $1 465
or more. After these three years of apprenticeship they are promoted to clerkship or some definite position with pay. If there is no suitable position for them they may be still treated as apprentices, but with higher pay. In very small stores, however, the apprentices receive no pay at all.

12. Store Equipment.

we have here taken into account two main types 443
of equipment: cultural facilities and communication 517
facilities. In regard to the first mentioned they are very poorly served. 89 of the stores do not take any kind of newspaper, and 112 have no books at all.

TABLE XXVI. CULTURAL FACILITIES IN THE STORES.

NO. OF EACH KIND.	NEWSPAPERS		BOOKS.	
	NO. OF STORES.	%	NO. OF STORES.	%
Not one	89	73.0	112	91.8
1	32	26.2	3	2.5
2	1	.8	1	.8
3	0		1	.8
4	0		0	
5	0		1	.8
Above 5	0		4	3.3
Total	122	100.0	122	100.0

443 517 204 Reading material is not only scarce but of poor quality. Among the 34 newspapers taken daily only one can be called a standard newspaper, the *Yi Chih Pao* (益世報). All others are small papers containing only one sheet, usually of stale news, and the lower type of article and novel.

TABLE XXVII. TYPES OF NEWSPAPERS IN THE STORES.

TYPE OF NEWSPAPERS	NO. OF NEWSPAPE
Chun Chiao Pao (群强報)	16
The Pei Hua Real News (實事白話報)	11
The People's Daily (民言日報)	2
The Little Daily (小小日報)	2
The Commercial Daily (商業日報)	1
The Yi Shih Pao (益世報)	1
Shih Pao (實報)	1
Total	34

The quality of the books is also poor. The biggest shop in the town, the pawnshop, has one book only, a pawn lexicon. Four drug stores have some old Chinese medical books, and the rest of the books are all novels of the old type.

13. Communication Facilities.

493 We found that the most popular and convenient means of commuincation is the bicycle, forty-two stores have one or more. The cart is not much used.

6:Young et. al. E-5 (1928-1929) 1930 AF12 North China AF12

CHING HO: A SOCIALOGICAL ANALYSIS

4. Marketing

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443 No detailed treatment of the problem of marketing will be presented here, as the Economics Department of Yenching University has undertaken a specific study of the marketing situation in Ching-ho, and the reader is referred to their report for further information. But here we wish th give some specific data which we might call lhe ecological phase of the problem.

As we have mentioned in the chapter on the history and geography of the town the market of Ching-ho has in more ways than one made very good adjustments with the markets of the surrounding area. In the first place there is the date of the market. Ching-ho has always held its market on the odd days in the Chinese calender while the three adjacent markets, Sha ho. How Chuan and Ping Si Tu, have held their markets on the even days of the month. Another adjustment is in regard to the area from which Ching-ho market draws its supplies. Because of the better price and ready market, Ching-ho, has always drawn from an area of two-third, of the territory between itself and other markets.

443 Since quantitative analysis of commoctities is exclusively economic and is being studies by the Department of economics, we turned our attention to the problem of attendance. Our field workers have taken records of the attendanes on twenty days during the later part of October at the hours of 7, 8, 9, and 10 A. M. every morning. Even days and odd days are grouped nnder the heads of market day and non-

market-day respectively. We have found that the 443 average attendance on market days is 513 persons, which number will naturally include any town people who happen to be in the street. So that if we minus the average attendance or the non-market days from the attendance on market days we get the number of persons who come exclusively for the business of marketing, that is 310 persons.

TABLE XL. MARKET ATTENDANCE-OCTOBER.

RECORDING DAY	MARKET DAY	NON-MARKET DAY	NON-MARKET DAY AS 100.
1 st	602	221	272
2 nd	892	195	457
3 rd	603	254	238
4 th	548	263	208
5 „	678	181	375
6 „	526	283	186
7 „	525	222	236
8 „	385	152	253
9 „	192	83	232
10 „	179	176	103
Average	513	203	254

6:Young et. al. E-5 (1928-1929) 1930 AF12 North China AF12

443

It is interesting to note that the attendance on market days appears to decrease, while the attendance on non-market days does not show this tendency so clearly. The reason is that we are coming to the end of the period for the marketing of the Autumn grain, and also that attendance on non-market days is less influenced by the selling of grain, and more influenced by the social needs and daily necessities of the community.

Another point to which we have paid some attention is the hour of the market. Starting from 7 a.m. we have found that there is an average attendance of 256 on market days, as against 141 on non-market days. The market reaches its climax at 9 a.m. with an attendance of 678, more than three times the attendance of non-market days. Then on market days the attendance appears to drop from 10 a.m. to about noon, while on non-market days it continues to increase. It is unfortunate that we did not take records more times during the day so that we could compare the attendances from the opening until the closing of the market. In the Autumn the market will probably start at 6 a.m. and then continue to fall until noon, while during the Spring wheat market it will probably start earlier, and reach its climax earlier.[1]

1. A detailed study of similar nature is under way for the year of 1931.

ECONOMY

TABLE XLI. MARKETING HOURS OF THE DAY

443

TIME IN MORNING	MARKET DAY	NON-MARKET DAY	NON-MAKRET DAY AS 100
7	256	141	182
8	650	206	316
9	678	220	308
11	467	251	186
Average	513	205	248

5. Occupation and Income.

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The classification of occupation has been most difficult, because there are so many kinds of work which are not standardised, and do not fit into any class, but finally we have adopted twelve classes, and put the remander into an "unclassified" group. In the considering of occupational distribution only the the males have been taken into account, because of the 630 female members belonging fo the 371 families studied, only 18 have any definite occupation; fifteen are doing domestic work in other households and three are midwrives The 39 women mentioned in the stores both help their husbands in the business and at the same time manage their family affairs. (In the enquiry we have only included those people above sixteen years of age, because children cannot be said to have a definite occupation). In the stores it is natural that most of the workers should come under the heading of merchants, but there are several in other categories such as cooks (see chap. V Stores.) In the families we have a greater variety of occupations, but the largest class is still the merchants which comprises 169 persons or 29.1%, followed by the farmers who number 127 or 22%.